

STONEYBROOK OF FT. MYERS - CDD
PRO SHOP / GOLF INCOME STATEMENT
For the Seven Months Ending April 30, 2007

	<u>CURRENT</u> <u>MONTH</u>	<u>%</u>	<u>BUDGET</u> <u>MONTH</u>	<u>%</u>	<u>VARIANCE</u>	<u>YEAR - TO</u> <u>DATE</u>	<u>%</u>	<u>BUDGET</u> <u>Y-T-D</u>	<u>%</u>	<u>VARIANCE</u>
INCOME										
GOLF COURSE INCOME:										
GREEN FEES	230,411.39	85.80%	283,235.00	86.82%	(52,823.61)	1,876,480.88	87.96%	2,023,591.00	87.85%	(147,110.12)
RANGE FEES	8,657.64	3.22%	9,800.00	3.00%	(1,142.36)	61,008.64	2.86%	70,016.00	3.04%	(9,007.36)
CLUB RENTALS	1,727.50	0.64%	1,444.00	0.44%	283.50	9,073.70	0.43%	10,321.00	0.45%	(1,247.30)
HANDICAPS	45.00	0.02%	60.00	0.02%	(15.00)	276.00	0.01%	420.00	0.02%	(144.00)
PARVIEW INCOME	9,300.00	3.46%	11,800.00	3.62%	(2,500.00)	60,088.00	2.82%	70,200.00	3.05%	(10,112.00)
LAKE BALL INCOME	0.00	0.00%	300.00	0.09%	(300.00)	462.83	0.02%	900.00	0.04%	(437.17)
MISCELLANEOUS REVENUE	1,325.00	0.49%	891.00	0.27%	434.00	12,499.90	0.59%	10,316.00	0.45%	2,183.90
OTHER INCOME	0.00	0.00%	115.00	0.04%	(115.00)	1,780.81	0.08%	262.00	0.01%	1,518.81
TOTAL GOLF COURSE INCOME	251,466.53	93.64%	307,645.00	94.30%	(56,178.47)	2,021,670.76	94.77%	2,186,026.00	94.91%	(164,355.24)
PRO SHOP INCOME:										
BAGS & ACCESSORIES	330.06	0.12%	186.00	0.06%	144.06	2,728.85	0.13%	2,228.00	0.10%	500.85
BALLS	4,561.93	1.70%	6,133.00	1.88%	(1,571.07)	33,163.81	1.55%	32,921.00	1.43%	242.81
CLUBS	1,169.98	0.44%	1,115.00	0.34%	54.98	3,051.44	0.14%	4,262.00	0.19%	(1,210.56)
GLOVES	1,341.84	0.50%	1,487.00	0.46%	(145.16)	9,354.13	0.44%	10,081.00	0.44%	(726.87)
HEADWEAR	2,055.16	0.77%	1,487.00	0.46%	568.16	10,459.26	0.49%	11,168.00	0.48%	(708.74)
LADIES WEAR	1,597.86	0.60%	1,673.00	0.51%	(75.14)	14,252.44	0.67%	17,238.00	0.75%	(2,985.56)
MENS WEAR	4,191.14	1.56%	4,089.00	1.25%	102.14	22,921.80	1.07%	22,737.00	0.99%	184.80
SHOE S	976.60	0.36%	1,301.00	0.40%	(324.40)	8,725.89	0.41%	10,754.00	0.47%	(2,028.11)
MISCELLANEOUS SALES	841.02	0.31%	1,115.00	0.34%	(273.98)	6,982.73	0.33%	5,940.00	0.26%	1,042.73
TOTAL PRO SHOP INCOME	17,065.59	6.36%	18,586.00	5.70%	(1,520.41)	111,640.35	5.23%	117,329.00	5.09%	(5,688.65)
TOTAL INCOME	268,532.12	100.00%	326,231.00	100.00%	(57,698.88)	2,133,311.11	100.00%	2,303,355.00	100.00%	(170,043.89)
COST OF SALES:										
BAGS & ACCESSORIES	185.82	56.30%	153.00	82.26%	32.82	1,612.96	59.11%	1,827.00	82.00%	(214.04)
BALLS	2,965.89	65.01%	3,680.00	60.00%	(714.11)	21,406.34	64.55%	19,754.00	60.00%	1,652.34

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CLUBS	1,063.66	90.91%	948.00	85.02%	115.66	2,605.24	85.38%	3,623.00	85.01%	(1,017.76)
GLOVES	752.30	56.06%	892.00	59.99%	(139.70)	5,235.30	55.97%	6,048.00	59.99%	(812.70)
HEADWEAR	958.76	46.65%	892.00	59.99%	66.76	4,475.23	42.79%	6,700.00	59.99%	(2,224.77)
LADIES WEAR	1,312.74	82.16%	1,238.00	74.00%	74.74	10,931.75	76.70%	12,756.00	74.00%	(1,824.25)
MENS WEAR	2,506.33	59.80%	3,026.00	74.00%	(519.67)	14,821.67	64.66%	16,825.00	74.00%	(2,003.33)
SHOES	641.58	65.70%	1,106.00	85.01%	(464.42)	6,750.22	77.36%	9,141.00	85.00%	(2,390.78)
MISCELLANEOUS	466.45	55.46%	669.00	60.00%	(202.55)	3,700.34	52.99%	3,564.00	60.00%	136.34
TOTAL COST OF SALES	10,853.53	63.60%	12,604.00	67.81%	(1,750.47)	71,539.05	64.08%	80,238.00	68.39%	(8,698.95)
GROSS PROFIT	257,678.59	95.96%	313,627.00	96.14%	(55,948.41)	2,061,772.06	96.65%	2,223,117.00	96.52%	(161,344.94)

EXPENSES:**PRO SHOP EXPENSES:**

ADVERTISING	4,516.42	2.84%	5,000.00	2.94%	(483.58)	28,341.48	2.58%	35,000.00	2.91%	(6,658.52)
ALARM	42.00	0.03%	63.00	0.04%	(21.00)	294.00	0.03%	441.00	0.04%	(147.00)
ASSOCIATION DUES	0.00	0.00%	0.00	0.00%	0.00	100.00	0.01%	300.00	0.02%	(200.00)
BANK CHARGES	6,142.01	3.87%	4,926.00	2.90%	1,216.01	37,451.48	3.40%	34,780.00	2.89%	2,671.48
CART LEASE	4,916.10	3.10%	5,020.00	2.95%	(103.90)	40,176.27	3.65%	38,890.00	3.24%	1,286.27
CART MAINTENANCE	21.93	0.01%	125.00	0.07%	(103.07)	7,950.77	0.72%	2,815.00	0.23%	5,135.77
CASH OVER/SHORT	244.77	0.15%	0.00	0.00%	244.77	16.12	0.00%	0.00	0.00%	16.12
COMMISSION	958.27	0.60%	929.00	0.55%	29.27	6,758.00	0.61%	5,865.00	0.49%	893.00
COMPUTER SUPPORT	1,911.00	1.20%	0.00	0.00%	1,911.00	2,973.90	0.27%	2,807.00	0.23%	166.90
ELECTRICTY CART	1,228.57	0.77%	1,251.00	0.74%	(22.43)	5,759.21	0.52%	7,441.00	0.62%	(1,681.79)
EMPLOYEE NEW HIRE	0.00	0.00%	30.00	0.02%	(30.00)	120.00	0.01%	150.00	0.01%	(30.00)
EQUIPMENT REPAIR	0.00	0.00%	125.00	0.07%	(125.00)	0.00	0.00%	875.00	0.07%	(875.00)
INSURANCE DEDUCTIBLE	0.00	0.00%	0.00	0.00%	0.00	0.00	0.00%	5,000.00	0.42%	(5,000.00)
INTERNET ACCESS/BOOK 4 GOLF	74.95	0.05%	78.00	0.05%	(3.05)	529.65	0.05%	546.00	0.05%	(16.35)
LICENSES/PERMITS	0.00	0.00%	0.00	0.00%	0.00	200.00	0.02%	100.00	0.01%	100.00
OFFICE SUPPLIES	106.61	0.07%	200.00	0.12%	(93.39)	1,257.30	0.11%	1,400.00	0.12%	(142.70)
PARVIEW SYSTEM	5,280.00	3.33%	5,280.00	3.10%	0.00	30,085.05	2.73%	47,560.00	3.96%	(17,474.95)

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PAYROLL	27,020.88	17.02%	28,020.00	16.47%	(999.12)	184,321.35	16.76%	197,081.00	16.40%	(12,759.65)
PAYROLL TAXES & FEES	4,539.75	2.86%	4,581.00	2.69%	(41.25)	30,874.27	2.81%	32,149.00	2.68%	(1,274.73)
PAY RELATED GROUP INSURAN	2,434.88	1.53%	1,544.00	0.91%	890.88	12,394.35	1.13%	10,808.00	0.90%	1,586.35
PAY RELATED 401(K) MATCH	138.95	0.09%	40.00	0.02%	98.95	168.84	0.02%	280.00	0.02%	(111.16)
POSTAGE	53.55	0.03%	45.00	0.03%	8.55	237.60	0.02%	315.00	0.03%	(77.40)
PRINTING	0.00	0.00%	0.00	0.00%	0.00	555.98	0.05%	300.00	0.02%	255.98
PROMOTIONS	0.00	0.00%	500.00	0.29%	(500.00)	0.00	0.00%	3,500.00	0.29%	(3,500.00)
RANGE EXPENSE	3,118.58	1.96%	1,750.00	1.03%	1,368.58	6,417.87	0.58%	6,650.00	0.55%	(232.13)
RENTAL CLUB REPLACEMENT	988.20	0.62%	0.00	0.00%	988.20	3,507.80	0.32%	3,500.00	0.29%	7.80
REPAIRS/MAINTENANCE	219.84	0.14%	0.00	0.00%	219.84	1,093.69	0.10%	0.00	0.00%	1,093.69
SCORECARDS/PENCILS	0.00	0.00%	2,000.00	1.18%	(2,000.00)	3,876.50	0.35%	4,300.00	0.36%	(423.50)
SIGNAGE	0.00	0.00%	0.00	0.00%	0.00	0.00	0.00%	1,600.00	0.13%	(1,600.00)
SMALL TOOLS	26.95	0.02%	50.00	0.03%	(23.05)	56.94	0.01%	100.00	0.01%	(43.06)
STORAGE	84.80	0.05%	80.00	0.05%	4.80	593.60	0.05%	560.00	0.05%	33.60
SUPPLIES	360.38	0.23%	325.00	0.19%	35.38	3,670.81	0.33%	2,875.00	0.24%	795.81
TELEPHONE	310.28	0.20%	452.00	0.27%	(141.72)	2,213.22	0.20%	2,764.00	0.23%	(550.78)
TOWELS	108.40	0.07%	100.00	0.06%	8.40	758.80	0.07%	625.00	0.05%	133.80
TRASH REMOVAL	409.91	0.26%	410.00	0.24%	(0.09)	2,869.37	0.26%	2,870.00	0.24%	(0.63)
TRAVEL EXPENSE	0.00	0.00%	0.00	0.00%	0.00	339.27	0.03%	0.00	0.00%	339.27
WATER & SEWER	61.34	0.04%	44.00	0.03%	17.34	500.86	0.05%	308.00	0.03%	192.86
WEBSITE	0.00	0.00%	0.00	0.00%	0.00	0.00	0.00%	1,650.00	0.14%	(1,650.00)
UNIFORMS	1,896.37	1.19%	1,000.00	0.59%	896.37	2,738.32	0.25%	2,000.00	0.17%	738.32
TOTAL PRO SHOP EXPENSES	67,215.69	42.34%	63,968.00	37.61%	3,247.69	419,202.67	38.11%	458,205.00	38.13%	(39,002.33)
GOLF COURSE EXPENSES:										
ANNUALS PLANTED	0.00	0.00%	0.00	0.00%	0.00	1,477.30	0.13%	1,650.00	0.14%	(172.70)
ASSOCIATION DUES	0.00	0.00%	0.00	0.00%	0.00	150.00	0.01%	120.00	0.01%	30.00
BRIDGE MAINTENANCE	0.00	0.00%	0.00	0.00%	0.00	1,750.00	0.16%	0.00	0.00%	1,750.00
BUILDING MAINTENANCE	459.39	0.29%	300.00	0.18%	159.39	3,460.48	0.31%	6,400.00	0.53%	(2,939.52)
CHEMICALS	6,453.20	4.06%	10,146.00	5.97%	(3,692.80)	33,252.63	3.02%	38,617.00	3.21%	(5,364.37)
CONTRACT LABOR	2,750.00	1.73%	0.00	0.00%	2,750.00	6,014.40	0.55%	0.00	0.00%	6,014.40
COQUINA AMENDMENTS	0.00	0.00%	0.00	0.00%	0.00	2,283.00	0.21%	7,500.00	0.62%	(5,217.00)

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DRAINAGE	0.00	0.00%	0.00	0.00%	0.00	0.00	0.00%	450.00	0.04%	(450.00)
ELECTRICITY MAINT. BLDG	608.25	0.38%	510.00	0.30%	98.25	2,836.48	0.26%	3,570.00	0.30%	(733.52)
EMPLOYEE NEW HIRE	15.00	0.01%	30.00	0.02%	(15.00)	105.00	0.01%	150.00	0.01%	(45.00)
EQUIPMENT LEASE PPF 21016002	0.00	0.00%	0.00	0.00%	0.00	6,680.72	0.61%	5,010.00	0.42%	1,670.72
EQUIPMENT LEASE ONL 10250	2,122.84	1.34%	2,123.00	1.25%	(0.16)	14,859.88	1.35%	14,861.00	1.24%	(1.12)
EQUIPMENT LEASE 1STLEASE 42	257.90	0.16%	258.00	0.15%	(0.10)	1,805.30	0.16%	1,806.00	0.15%	(0.70)
EQUIPMENT LEASE ONL 10036	0.00	0.00%	1,087.00	0.64%	(1,087.00)	3,262.29	0.30%	7,612.00	0.63%	(4,349.71)
EQUIPMENT LEASE 10772	1,299.91	0.82%	1,300.00	0.76%	(0.09)	9,099.37	0.83%	9,100.00	0.76%	(0.63)
EQUIPMENT LEASE PROPOSED	3,361.61	2.12%	3,964.00	2.33%	(602.39)	16,808.05	1.53%	27,748.00	2.31%	(10,939.95)
EQUIPMENT RENTAL	0.00	0.00%	0.00	0.00%	0.00	0.00	0.00%	1,680.00	0.14%	(1,680.00)
EQUIPMENT REPAIR	1,795.68	1.13%	4,100.00	2.41%	(2,304.32)	25,894.63	2.35%	31,900.00	2.65%	(6,005.37)
FERTILIZER	10,941.90	6.89%	7,652.00	4.50%	3,289.90	27,829.54	2.53%	41,288.00	3.44%	(13,458.46)
FUELS/LUBRICANTS	2,705.35	1.70%	2,900.00	1.71%	(194.65)	18,214.72	1.66%	23,100.00	1.92%	(4,885.28)
GOLF SERVICE	925.16	0.58%	570.00	0.34%	355.16	6,197.12	0.56%	6,520.00	0.54%	(322.88)
IPM TESTING	0.00	0.00%	0.00	0.00%	0.00	0.00	0.00%	450.00	0.04%	(450.00)
IRRIGATION	3,365.33	2.12%	1,500.00	0.88%	1,865.33	15,497.28	1.41%	10,000.00	0.83%	5,497.28
MULCH	0.00	0.00%	0.00	0.00%	0.00	9,978.00	0.91%	16,200.00	1.35%	(6,222.00)
OFFICE SUPPLIES	10.39	0.01%	0.00	0.00%	10.39	10.39	0.00%	225.00	0.02%	(214.61)
PAYROLL	30,547.51	19.24%	33,626.00	19.77%	(3,078.49)	257,099.59	23.37%	239,916.00	19.96%	17,183.59
PAYROLL TAXES & FEES	4,887.61	3.08%	5,380.00	3.16%	(492.39)	41,299.92	3.75%	38,386.00	3.19%	2,913.92
PAY RELATED GROUP INSURAN	1,269.05	0.80%	842.00	0.50%	427.05	10,642.46	0.97%	5,894.00	0.49%	4,748.46
PAY RELATED 401(K) MATCH	29.16	0.02%	100.00	0.06%	(70.84)	29.16	0.00%	700.00	0.06%	(670.84)
SAFETY TRAINING MATERIALS	75.00	0.05%	75.00	0.04%	0.00	150.00	0.01%	525.00	0.04%	(375.00)
SEED	0.00	0.00%	0.00	0.00%	0.00	6,252.00	0.57%	8,000.00	0.67%	(1,748.00)
SMALL TOOLS	0.00	0.00%	20.00	0.01%	(20.00)	2,380.21	0.22%	2,620.00	0.22%	(239.79)
SOIL AMENDMENTS	0.00	0.00%	0.00	0.00%	0.00	0.00	0.00%	800.00	0.07%	(800.00)
SUPPLIES	147.50	0.09%	500.00	0.29%	(352.50)	4,770.19	0.43%	3,500.00	0.29%	1,270.19
TELEPHONE	117.26	0.07%	68.00	0.04%	49.26	805.51	0.07%	476.00	0.04%	329.51
TOP DRESSING	0.00	0.00%	418.00	0.25%	(418.00)	2,171.34	0.20%	4,340.00	0.36%	(2,168.66)
TRAP SAND	0.00	0.00%	0.00	0.00%	0.00	16,427.89	1.49%	4,000.00	0.33%	12,427.89
TRASH REMOVAL	450.00	0.28%	650.00	0.38%	(200.00)	5,090.70	0.46%	6,250.00	0.52%	(1,159.30)
TREES & SHRUBS	0.00	0.00%	0.00	0.00%	0.00	(28,000.00)	(2.55%)	1,100.00	0.09%	(29,100.00)
TREE REMOVAL	0.00	0.00%	1,500.00	0.88%	(1,500.00)	17,687.50	1.61%	1,500.00	0.12%	16,187.50

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UNIFORMS	436.14	0.27%	591.00	0.35%	(154.86)	3,714.61	0.34%	4,237.00	0.35%	(522.39)
WASH RACK MAINTENANCE	300.00	0.19%	300.00	0.18%	0.00	2,100.00	0.19%	2,100.00	0.17%	0.00
WATER & SEWER	385.04	0.24%	430.00	0.25%	(44.96)	4,076.78	0.37%	3,010.00	0.25%	1,066.78
TOTAL GOLF COURSE EXPENSES:	75,716.18	47.69%	80,940.00	47.59%	(5,223.82)	554,164.44	50.38%	583,311.00	48.54%	(29,146.56)
MATERIALS & SUPPLIES										
ELECTRICITY	4,355.82	2.74%	9,690.00	5.70%	(5,334.18)	45,043.30	4.09%	51,834.00	4.31%	(6,790.70)
PUMP 24/7 SERVICE CONTRACT	135.00	0.09%	125.00	0.07%	10.00	1,271.00	0.12%	875.00	0.07%	396.00
PUMP AND BUILDING REPAIRS	0.00	0.00%	1,667.00	0.98%	(1,667.00)	0.00	0.00%	11,666.00	0.97%	(11,666.00)
SHARE OF GOLF COURSE LABOR	0.00	0.00%	1,525.00	0.90%	(1,525.00)	848.00	0.08%	10,675.00	0.89%	(9,827.00)
DISTRIBUTION LINE REPAIRS	0.00	0.00%	834.00	0.49%	(834.00)	142.72	0.01%	5,834.00	0.49%	(5,691.28)
INSURANCE	412.00	0.26%	412.00	0.24%	0.00	2,868.00	0.26%	2,879.00	0.24%	(11.00)
RATE STUDY EXP. RECOVERY RESERVE	1,924.00	1.21%	1,923.00	1.13%	1.00	13,464.00	1.22%	13,462.00	1.12%	2.00
	9,000.00	5.67%	9,000.00	5.29%	0.00	63,000.00	5.73%	63,000.00	5.24%	0.00
TOTAL MATERIALS & SUPPLIES	15,826.82	9.97%	25,176.00	14.80%	(9,349.18)	126,637.02	11.51%	160,225.00	13.33%	(33,587.98)
TOTAL EXPENSES	158,758.69	100.00%	170,084.00	100.00%	(11,325.31)	1,100,004.13	100.00%	1,201,741.00	100.00%	(101,736.87)
NET PROFIT/(LOSS)	98,919.90	36.84%	143,543.00	44.00%	(44,623.10)	961,767.93	45.08%	1,021,376.00	44.34%	(59,608.07)